



AF Civil Engineering Commodity Council – Roof Repair and Replacement

Small Business Administration Community:

The Air Force Civil Engineering Commodity Council (AFCECC) identified an opportunity to obtain rate, process, and demand efficiencies by strategically sourcing Air Force roofing requirements at its contiguous United States locations. Roofing requirements are currently procured in a process intensive, base-centric manner. Our anticipated approach organizes contiguous United States (CONUS) roofing requirements into regional requirements. Multiple award indefinite-quantity indefinite-delivery (IDIQ) contracts will be issued to a target number of companies within each region. The entire effort (the sum of all regional five-year contracts) is expected to be valued at \$220M.

Maintaining the small business industrial supply base in the roofing industry is important for the Air Force and is a primary consideration when comparing the merits of alternative strategies. A detailed spend analysis indicated that 77% of Air Force contract actions for roofing work are performed by small businesses, with a large portion of the work being performed by 8(a) contractors. Many bases currently hold single award IDIQ contracts with 8(a) contractors.

Market research has identified a substantial number of small businesses and 8(a) companies that are both interested and capable of performing roofing work on a regional basis. AFCECC therefore intends to use a total small business set-aside approach with small business socioeconomic contracting subcategory reserves or set-asides to enable small business socioeconomic goals to be met. Through a total small business set-aside with subcategory reserves, this would increase small business participation to 100% of roofing spend, effectively increasing the projected contract spend with small businesses from \$34M to \$44M per year.

While the acquisition solution being presented is anticipated to reduce the number of small businesses/socio-economic program contractors from which the Air Force currently obtains roofing repair and replacement, it increases the overall dollars available to small business IDIQ awardees. Additionally, bases can continue to earn socio-economic category credit for roofing task order execution.

This approach represents a change for both the Air Force and roofing contractors. Communication with small businesses and socio-economic contractors, and partnership between the AFCECC and the SBA is critical for successful strategy implementation. To that end, please be prepared to discuss with AFCECC capable small businesses and small disadvantaged businesses that may be interested and capable in your area. Please encourage roofing contractors in your area to respond to our special notice advertising industry day (Ref # FA8056-13-RFI-01-EGA) on Federal Business Opportunities (www.fbo.gov). If you have any questions, please contact me.

Respectfully,

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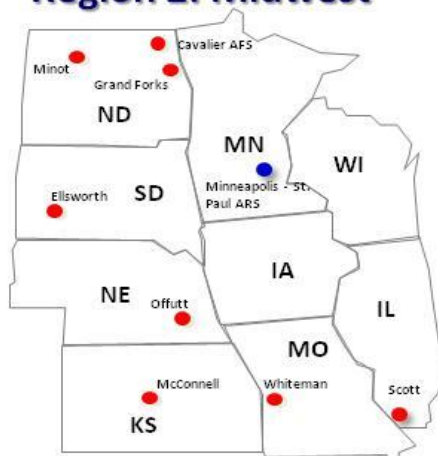
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Regional Breakdown

Region 1: West



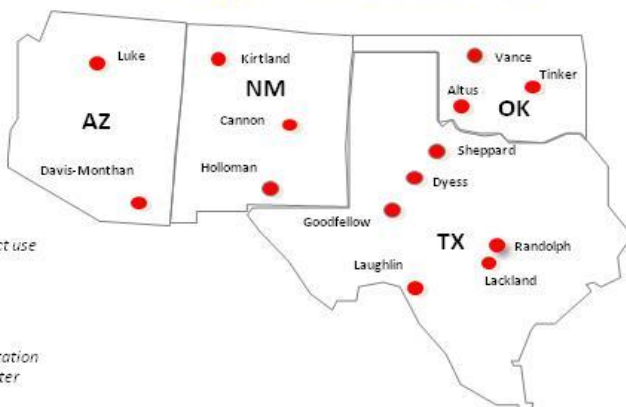
Region 2: Midwest



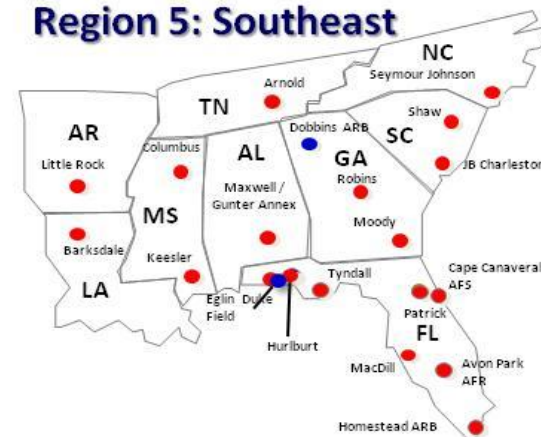
Region 3: Northeast



Region 4: Southwest



Region 5: Southeast



Note: Not drawn to scale and installation locations are relative

Red indicates active duty installation – mandatory contract use

Blue indicates AF reserve installation – in scope but optional contract use

Excludes Joint Bases where AF not lead Service

TR = Test Range

TTR = Test & Training Range

AFS = Air Force Station

AFR = Air Force Range

ARB = Air Reserve Base

ARS = Air Reserve Station

JB = Joint Base

JARS = Joint Air Reserve Station

STC = Satellite Testing Center